

annual fees, or whatever that combination mix is that best fits your needs, you know what your usage may or may not be and you are going to be attracted by those who are offering you that kind of flexibility. I think that is the real strength of the card, that actually is going to better serve the consumer rather than be any kind of a detriment. When we start looking again at the usury limits, and I should mention again as Senator Schmit talked about that floor, or that lower limit being a protective device, what that lower limit floor is designed to do, basically, is to keep people like Senator Schmit from setting a ridiculously low usury rate on credit cards and driving all the business out of the state. What it says is it's got to be at least this high, and you have those choices. So what that floor really says is it's 1 percent below the discount rate or the state's usury rate, whichever is higher, is what the floor can be. So, therefore, you've got the ability, with a 5 percent, for instance, ridiculous usury rate in the state, you would have a situation that you would then not have to adhere to, to that kind of silliness and move to 1 percent over the discount rate, which would still, if one did that, would drive all this business to Nebraska, which I would applaud. I remember in Washington, a couple of years ago at an annual meeting, sitting with people and dealing with the whole concept of credit cards and I was strongly urging other states to make that kind of a fool of themselves because we could use the business here. We are open for the business in this environment. The competitive nature is there. Nebraska already has the capacity to accommodate much of that business if, in fact, this were passed. And by having the DIDA provision so these other states know that we have the exporting ability of our laws instead of finding themselves in a costly court case in such a way that they may end up, even though they are doing business in Nebraska, have to live with their own limiting laws is what this is really all about. The flexibility is extremely important, it's extremely important for a competitive state, and, like I say, I think it is even more important than the comments about consumerism. It's probably the most important thing that provides protection for the consumer, it allows him to go out and find something that accommodates him the best way that it can. Maybe as a bit of an analogy, if you're not following it to that point, you can look... American Express has a relatively high annual fee, but by the same token you don't have the revolving credit ability that you get with Visa or Master Card. When that bill comes in you are to pay it. So they make their money on the annual fee. On a Visa or Master Card or one of the other cards you'll find they